# The Cross-Border Team

HAVERN

BENEFITS

STRATEGIES



#### HAVERN BENEFITS STRATEGIES

### WHAT WE DO

Our team at Havern Benefits Strategies specializes in assisting Canadian owned companies with their US employee benefits decisions and challenging ongoing administration. Our expertise in the crossborder market creates a global benefits strategy to limit US exposure and access preferred products to properly position our clients in the US market.

The HBS Client First mentality begins by educating the Canadian management team on the employee benefits market in the US, designing and implementing a customized package for their company, protecting the well being of their employees, control their overall employee benefits costs, and remaining competitive in a foreign market.



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## **The HBS Solution**

Provide creative solutions to mitigate annual cost increases while offering a competitive plan

Cross-Border expertise to educate Canadian administration team on similarities and major market differences Partner with the Canadian benefits advisor, for a team approach globally

Preferred vendor products and plan alternatives designed to accommodate any employee population in any particular US state Monthly travel to Canada to create a relationship and US strategy HBS understands Canadian market in order to educate Canadian management team

Our team will keep the client up to speed on any major US reform or changes that will impact them



### **Team Bios**



#### HAVERN BENEFITS STRATEGIES



Ned Havern founded Havern Benefits Strategies to provide a best in class advising team for organizations in need of employee health and wealth benefit packages. Prior to HBS, he served as an employee benefits advising partner to various clients ranging from large national corporations to early stage growth companies . His expertise was assisting companies to design competitive employee benefits plans while mitigating increasing annual costs and liability.

Ned's vision when he started Havern Benefits Strategies was to create a strategic industry approach for each particular client. Prior to his career in employee benefits, Ned was a three-time member of the Hockey East all-academic team and varsity Hockey player at Boston College. He was drafted in the 2002 NHL draft. Ned is an avid golfer and skier and currently resides in downtown Boston.



Ryan Coffey Benefits Advisor



Lewis Mosley Benefits Advisor



Rob Hegarty Senior Advisor



Ryan Whitney Senior Advisor



Tracy Deforge Senior Advisor





Rico Piatelli Senior Advisor



Tony Leonardo Senior Advisor



Tim Havern Senior Advisor